



**Overseas Buildings Operations  
Open House  
July 20, 2006**





# Overseas Buildings Operations

Open House - July 20, 2006

Charles E. Williams  
Director/Chief Operating Officer  
Overseas Buildings Operations





# *The Mandate*

- Our facilities play a critical role in Secretary Rice's focus on transformational diplomacy
- Delicately put in place new and improved diplomatic platforms overseas that provide security and safety, and allow for the transformation of diplomacy for the United States Government





## *Some Quick Facts*

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### Opened/Year

### New Facilities

2001

One

2005

Twelve

OMB's "PART" rated OBO's New Construction Program for Capital Security Construction 97% (Effective) –Among the highest scores in the Federal Government.





## *OBO's Operating Focus*

### Results-Based Operations and Maintaining a Level Playing Field with Contractors

- Performance
- Accountability
- Discipline
- Credibility

("Communication and Transparency" is the Mantra)

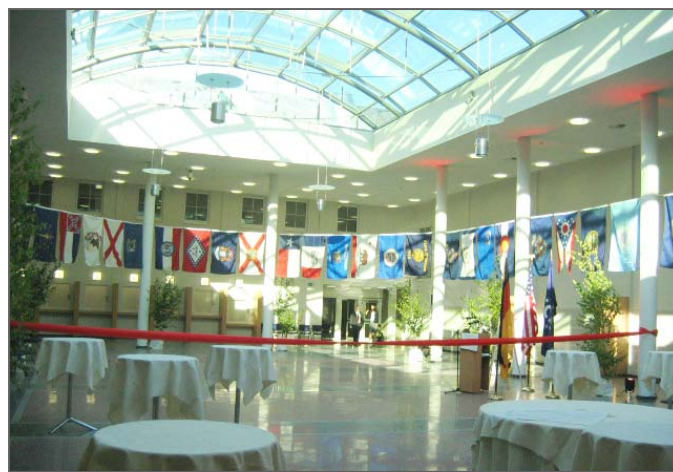






## 2001-2006 Results

1. Abidjan
2. Abu Dhabi
3. Abuja
4. Baghdad IOB
5. Bogotá IOB
6. Cape Town
7. Conakry
8. Dar Es Salaam
9. Dar Es Salaam USAID
10. Dili
11. Doha
12. Dushanbe
13. Frankfurt
14. Istanbul
15. Lima (USAID)



US Consulate General Frankfurt, Germany



US Consulate General Istanbul, Turkey



## 2001-2006 Results

16. Kabul NEC
17. Kabul ARG/USAID
18. Kampala
19. Luanda
20. Nairobi
21. Phnom Penh
22. São Paulo
23. Sofia
24. Tashkent
25. Tbilisi
26. Tirana Annex
27. Tunis
28. Yaounde
29. Yerevan
30. Zagreb



US Embassy Sofia, Bulgaria



US Embassy Tashkent, Uzbekistan



US Embassy Tbilisi, Georgia



US Embassy Yerevan, Armenia



US Embassy Zagreb, Croatia



US Embassy Conakry, Guinea

July 20, 2006

*Providing Platforms for Diplomacy*





## *Results*

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- We obligated \$2.52 billion in 2005, compared to \$965 million in 2001, the highest in OBO history.
- 8,681 people moved to safer facilities





# *OBO's Best Practices (In-Place)*

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- Industry Advisory Panel
- Interagency Facilities Council
- Real Property Advisory Board
- Cost estimation evaluation (Benchmark & Validation)
- Value Engineering (Planning & Execution)
- Standard Embassy Designs
- Integrated Planning and Design Reviews
- Design-Build delivery method
- Formal training programs (i.e., COR, etc.)
- Operational reviews and system analyses
- Facilities Maintenance fully integrated in plans
- GAO & OIG partnership
- Monthly Project Performance Reviews
- Project Definition Rating Index
- Life Cycle Project Planning





## *Capital Construction Projects Under Design/Construction*

1	Accra	90.3	23	Port au Prince	108.5
2	Algiers	90.5	24	Quito	98.9
3	Astana	90.3	25	Rangoon	86.0
4	Athens annex	77.6	26	Skopje	75.7
5	Baghdad NEC	612.0	27	Taipei (design)	9.4
6	Bamako	71.9	28	USAID Accra	22.6
7	Beijing	434.0	29	USAID Bamako	19.2
8	Belmopan	63.8	30	USAID Conakry	17.3
9	Berlin	143.0	31	USAID Kampala	27.8
10	Bogota annex	28.0	32	USAID Kathmandu	21.0
11	Bridgetown	31.9	33	USAID Kingston	15.3
12	Ciudad Juarez	96.1	34	USAID Managua	13.9
13	Freetown	60.2	35	USAID Nairobi	34.1
14	Jerusalem annex	22.5	36	USAID Phnom Penh	14.0
15	Kathmandu	90.7			<hr/> 3,126.7
16	Khartoum	106.7			
17	Kigali	106.0			
18	Kingston	71.8			
19	Lome	72.9			
20	Managua	79.9			
21	Mumbai	122.9			
22	Panama City	100.6			





## *What Is on Our Plate Today*

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- 36 NEC /Annex projects under design/construction (\$3.2B)
- 24 rehab projects underway (\$332.2M)
- 197 Compound Security and FE/BR replacement projects (\$190M) underway
- 14 NEC/Annex projects planned for FY 06
- 76 NEC projects in Long-Range Overseas Buildings Plan (\$6.5B)
- 17,681 properties at 265 locations to serve





## *New Facilities Planned for Award in 2006*

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- Abuja, USAID
- Beirut, NEC
- Brazzaville, NEC
- Djibouti, NEC
- Guangzhou, NEC
- Harare, NEC
- Johannesburg, NEC
- Karachi, NEC
- Khartoum, NOX
- Libreville, NEC
- Skopje, NOX
- Surabaya, NEC
- Suva, NEC
- Tbilisi, Georgia USAID







## *Significant Recent Activity*

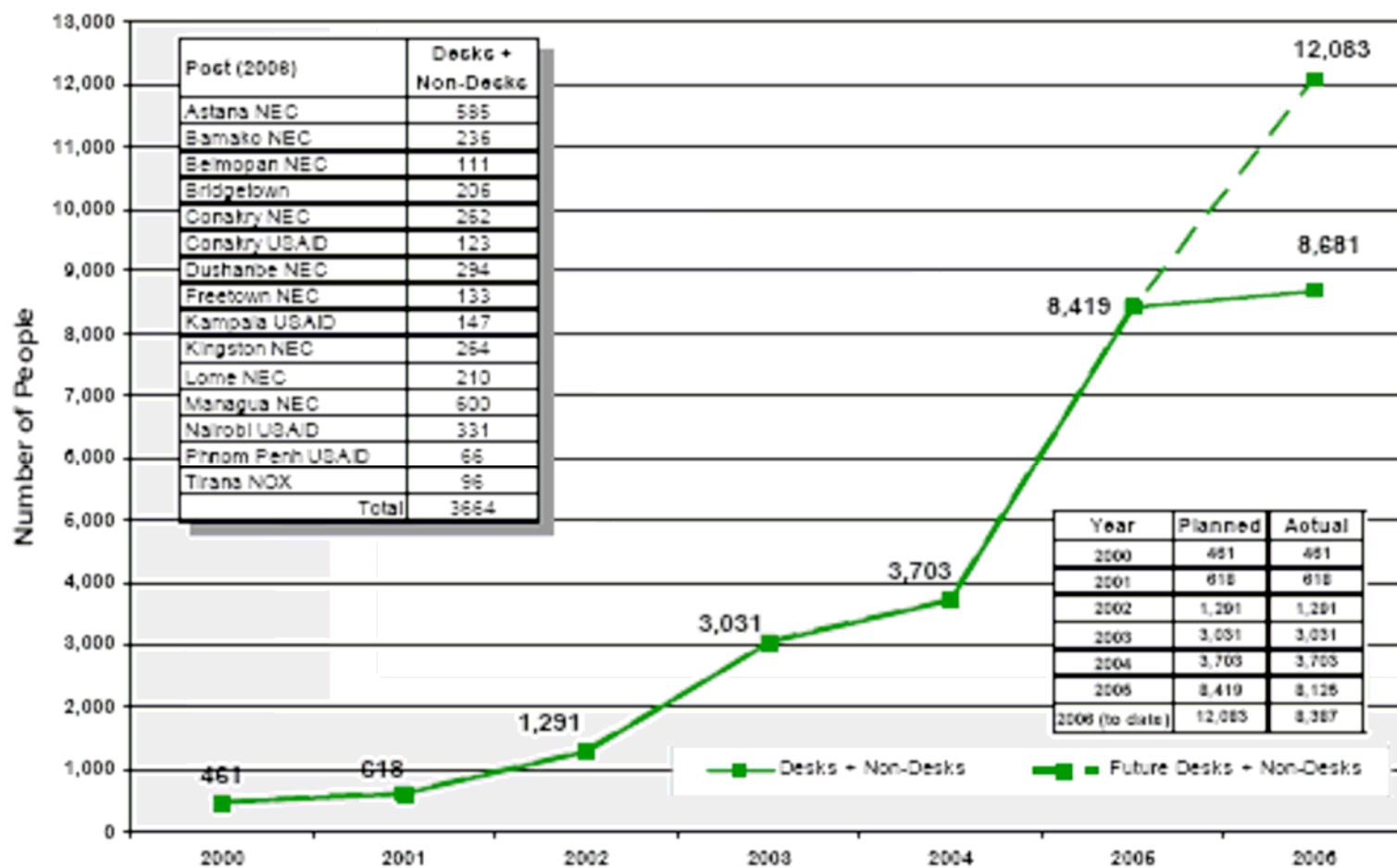
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- Loss of Facility Management Officer in Karachi
- ENR Newsmaker and SAME Golden Eagle recognition
- Reaching “Green” status on Real Property Management PMA initiative
- Conclusion of 18-month comprehensive GAO management review
- One additional NEC completed
- Participation in AGC meeting-speech and panel participation
- Hosting of first-of-its-kind Management Information Forum for Industry
- Follow-up OBO Open House





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## *New Ways to Think and New Ways to Build Summary of Management Information Forum*

### Issue

- Security Stewardship
- Site Conditions
- Host Country Approvals
- Schedule Duration – 15-28 Months
- RFP Discipline
- Currency Fluctuation
- Timely Submittals
- Design Changes (outside the SED)
- Design Review Delays
- Construction Permit
- Timely Responses to RFI
- Change Order Management (schedule)
- FEBR Doors/Windows GPE

### Risk Allocation

(OBO & Contractor)  
(OBO)  
(OBO)  
(Contractor)  
(OBO)  
(Contractor)  
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## **Read the Contract – OBO & Contractor**



# Overseas Buildings Operations' Open House



## A/LM/AQM

20 July 2006

Presented by:

Walter R. Cate, Director

Facilities Design and Construction Division

Office of Acquisitions Management



# Overview

- Facilities Design Construction Division (A/LM/AQM/FDCD)
  - Types of Supplies and Services for the Office of Overseas Buildings Operations (OBO)
    - Architectural/Engineering Branch
    - Construction Branch
    - Major Support Branch
- The Contracting Process
  - FAR Parts 13-15, and FAR Part 36
    - Request for Proposal, Evaluation, and Award Procedures
- How do I get work from OBO?
- Conclusion

The background is a blue gradient with several diagonal stripes of varying shades of blue running from the top-left towards the bottom-right.

# **Facilities Design and Construction Division (A/LM/AQM/FDCD)**

# FDCD

- Composed of three branches:
  - Architect/Engineering (A/E)
  - Construction (CON)
  - Major Support (MSB)
- Our Primary Customer is the Bureau of Overseas Buildings Operations

# **A/LM/AQM/FDCD**

**Facilities, Design & Construction Division  
A/LM/AQM/FDCD, SA-6, L-600**

**Division Chief  
Walter Cate  
(703) 875-6286  
CateWR@state.gov**

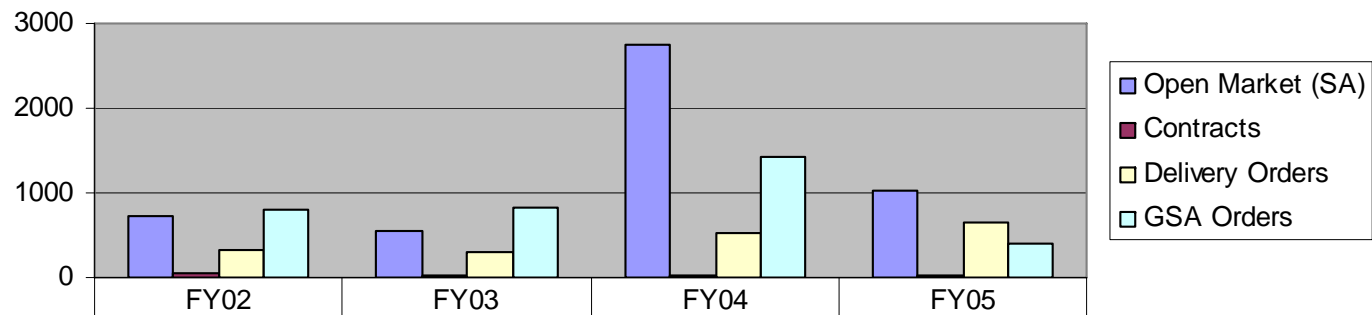
**Architect & Engineering  
David W. Vivian  
(703) 875-6991  
VivianDW@state.gov**

**Construction  
Robert R. Powell  
(703) 875-5164  
PowellIRR@state.gov**

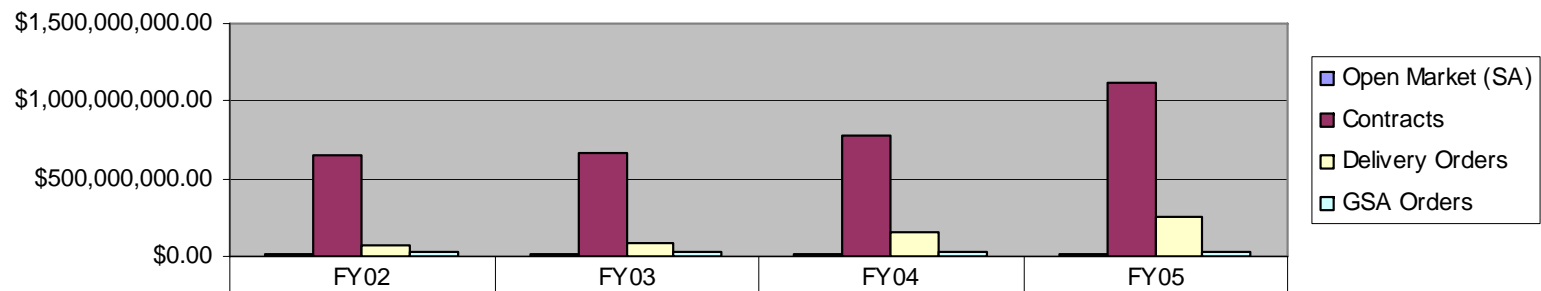
**Major Support  
Raymond Bouford  
(703) 875-6020  
BoufordRW@state.gov**



## A/LM/AQM/FDCD DIVISION AWARDS (excluding modifications and PSC's)



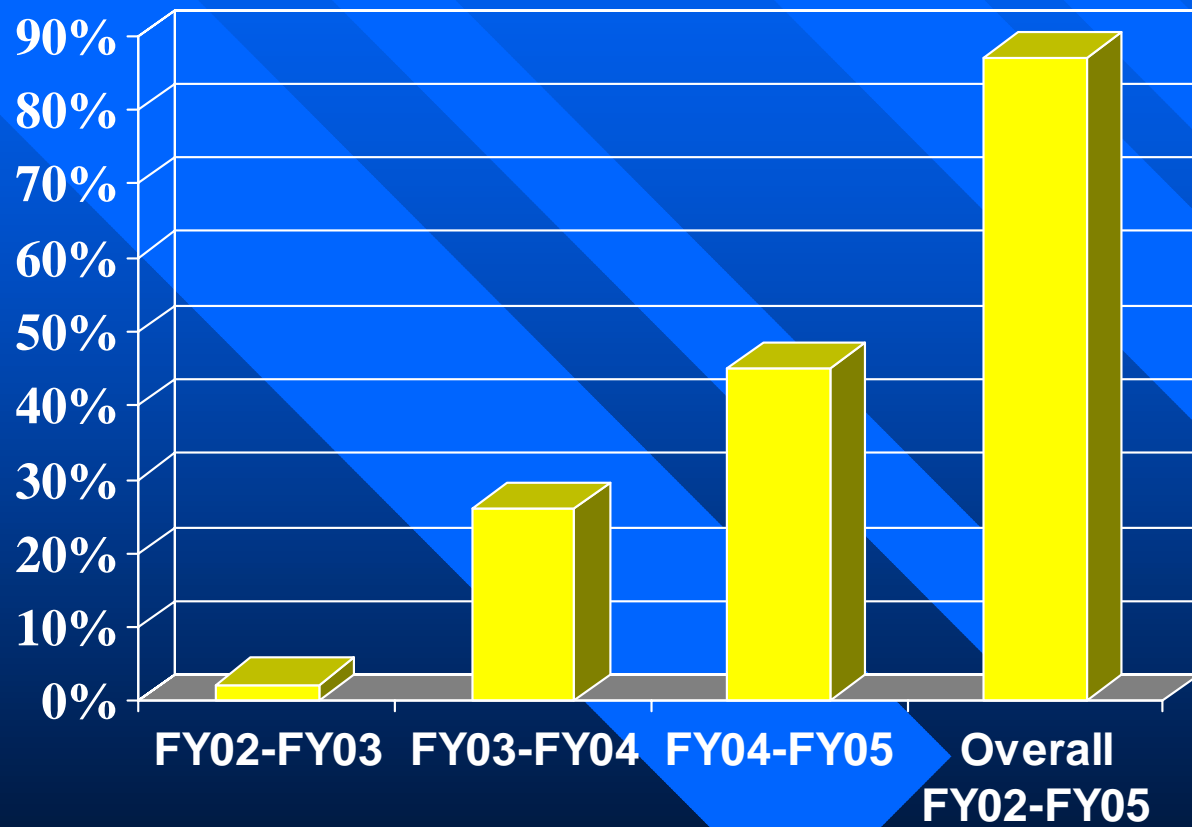
Open Market (SA)	714	550	2758	1033
Contracts	38	36	33	35
Delivery Orders	333	308	521	649
GSA Orders	796	824	1437	388



Open Market (SA)	\$9,533,881.84	\$8,378,325.74	\$14,496,070.52	\$15,175,586.71
Contracts	\$647,053,381.23	\$664,139,587.98	\$776,581,382.77	\$1,120,228,030.97
Delivery Orders	\$73,890,711.51	\$80,998,692.45	\$157,174,509.53	\$255,171,001.11
GSA Orders	\$26,723,491.92	\$21,294,873.51	\$26,697,425.19	\$25,800,458.09

# **OBO PROGRAM GROWTH**

## **FY2002-FY2005**



# ARCHITECT/ENGINEERING & CONSTRUCTION BRANCHES

- These branches award contracts for the construction phase of design-bid-build projects and contracts for design-build projects.
- Firms must be pre-qualified for the major projects due to security clearance and U.S. person requirements. Pre-qualification criteria are listed in the FedBizOpps announcement and generally include financial capability, and experience constructing projects of similar size and scope.
- Smaller design/build and general construction projects: IDIQ's are in place for roof, mechanical, electrical, and security installations. These contracts may be **small business and 8(a) set asides**.

# Construction Contractors

- Construction contractors receiving capital project or other significant awards in FY 2005

Contractors	Project	Award Amount
▪ B.L. Harbert International, LLC	NEC, Khartoum Sudan	\$ 65,805,391
“ “	NEC, Kigali Rwanda	\$ 80,774,048
▪ Caddell Construction Company, Inc.	NEC, Ciudad Juarez Mexico	\$ 66,479,000
“ “	Office Annex, Moscow Russia	\$ 77,195,000
“ “	USAID Annex, Katmandu Nepal	\$ 12,856,214
▪ Fluor Intercontinental, Inc.	NEC, Port-au-Prince Haiti	\$ 74,408,634
▪ H.B. Zachry Company (International)	NEC Quito Ecuador	\$ 71,113,164
“ “	USAID Building, Managua Nicaragua	\$ 10,725,008
▪ CCE, LLC	Office Annex, Bogotá Colombia	\$ 20,375,669
▪ Kellogg Brown & Root Inc.	NEC, Skopje Macedonia	\$ 49,476,891
▪ Desbuild Incorporated	USAID Annex, Kingston Jamaica	\$ 12,407,755
▪ W.G. Yates and Sons Construction	NEC, Mumbai India	\$ 86,881,576
▪ Framaco-Epik-Metis Framaco International	USAID Annex, Accra Ghana	\$ 17,749,994
“ “	USAID Annex, Bamako Mali	\$ 14,655,305

## ARCHITECT/ENGINEERING BRANCH

- **For many future projects, the delivery method will be Design-Build Projects; however, design firms may be needed for Design-Bid-Build Projects.**
- Contracts with full-service firms or firms with consultants.
- Qualification-based selection is done in accordance with the Brooks A-E Act. Selection boards include a Pre-Selection Board, Architectural Advisory Board, and an Architectural-Engineering Council. The Source Selection Official is the Director of Overseas Buildings Operations.
- Indefinite Delivery Indefinite Quantity (IDIQ) Contracts - For design projects under \$15 million.

# A/E IDIQ's

Numerous IDIQ's have been established for various architectural and engineering disciplines.

- These include general architectural/engineering services, residential design services, telecommunication services, roofing services, cost estimating services, and construction management support services.
- A wide variety of specialized engineering services including: mechanical engineering services, electrical engineering services, seismic engineering services, environmental engineering, value engineering services, elevator engineering services and fire protection engineering services.
- Develop preliminary designs (bridging documents).
- Several of these were set aside for small business and the 8(a) programs.



# MAJOR SUPPORT BRANCH

- Acquires services and supplies, other than A/E and Construction, to support OBO.
- Although most construction materials are purchased by the general contractor, fire protection equipment, security doors, X-ray machines, electrical power equipment and other items are purchased by this branch for OBO. Interior furnishings are acquired via GSA FSS Blanket Purchase Agreements (BPA's) and open market.
- Service contracts include real estate services, pest control services, environmental, security, fire protection, furniture and furnishing installation, facility maintenance, RF testing, technical security, construction security and art insurance.

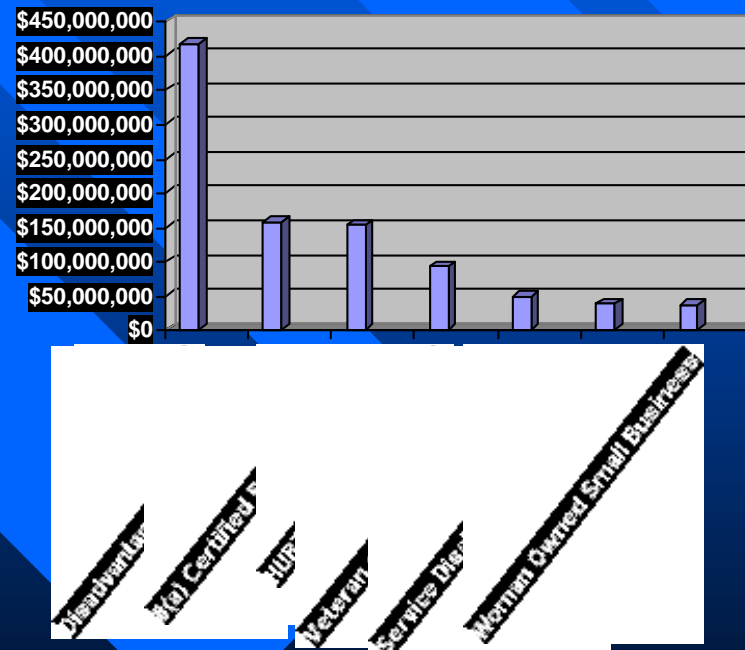
# Small Business Awards for FY 05

## Total Small Business FDICD Awards for FY 05 -

Percentage by small business  
category:

- Small Business- 26.2%
- Disadvantaged Small Business- 9.8%
- 8(a) Certified Small Business Set-Aside- 9.6%
- HUBZone Small Business- 5.8%
- Veteran Owned Small Business- 3.05%
- Service Disabled Veteran Owned Small Business- 2.3%
- Woman Owned Small Business- 2.3%

## Dollar Value of Small Business Awards in FY 05



# **DOS Small Business Goals FY06**

## **Prime Contracts:**

- 40% - Small Business
- 14% - Small, Disadvantaged Business [7% target for 8(a) and 7% target for non-8(a)]
- 5% - Small Woman-Owned Business
- 3% - HUBZone Small Business
- 3% - Service-Disabled Veteran-Owned Small Business

## **Subcontracts:**

- 40% - Small Business
- 5% - Small Disadvantaged Business
- 5% - Small Woman-Owned Business
- 3% - HUBZone Small Business
- 3% - Service-Disabled Veteran-Owned Small Business

# **Federal Acquisition Process**

# Contracting Process

The Department's acquisition process is governed by:

- Federal Acquisition Regulation (**FAR**, 48 CFR Chapter 1)
- Department of State Acquisition Regulation (**DOSAR**, 48 CFR Chapter 6)

**<http://www.statebuy.state.gov/>**

# **FAR 13: Simplified Acquisitions**

- Governs the acquisition of supplies and services **under** \$100,000 (generally set-aside for small businesses)
  - Over \$2,500, must compete
  - Over \$10,000 must be publicly announced
  - Over \$25,000 must be announced in

**[www.FedBizOpps.com](http://www.FedBizOpps.com)**



# FAR 14: Sealed Bidding

Sealed bidding procedures are used when a requirement is clearly defined, discussions are not anticipated, and award will be made on price and price related factors alone.

- A/LM/AQM issues Invitation for Bid (IFB)
  - May host pre-bid conference to answer questions
- Contractor reviews IFB and submits a sealed bid **no later than the date and time specified**
- On date and time specified, all bids are opened and read publicly

# FAR 15: Contracting By Negotiation

Contracting by negotiation procedures are generally used for competitive and noncompetitive negotiated acquisitions, and for when award is made on a best-value (technical and price) basis.

- Request for Proposal (RFP) is issued defining the requirement and requesting technical and pricing information. It also describes how the award decision will be made.
- A/LM/AQM responds to questions from potential offerors with answers and solicitation amendments as necessary. Questions and answers are forwarded to all potential offerors.
- Proposals are submitted by an established time and date.
- **Proposals are evaluated by the Government based on the evaluation criteria in the RFP- e.g. technical, cost/price, past-performance.**
- If necessary, negotiations (discussions) are held to resolve deficiencies and other issues, including price, with the offerors in the competitive range and revised proposals are submitted and evaluated.
- Contract(s) awarded to the successful offeror(s).

# RFP Structure

- A. Solicitation, Offer, and Award
- B. Pricing Methodology
- C. Statement of Work (SOW)
- D. Packaging and Marking
- E. Inspection and Acceptance
- F. Deliveries and Performance
- G. Contract Administration Data
- H. Special Contract Requirements
- I. Contract Clauses
- J. List of Attachments
- K. Representations, Certifications and Others Statements of Offerors
- L. Instructions, Conditions and Notices to Bidders
- M. Evaluation Factors for Award

## **FAR 36 Construction and A/E Contracts**

- FAR Subpart 36.2- Construction
- FAR Subpart 36.3- Two-Phase Design-Build Selection Procedures
- FAR Subpart 36.6- Architect-Engineer (A/E) Services
  - Implements the Brooks Architect-Engineer Act

# FAR 36.2: Construction

## Capital and major projects

- Projects over \$5 million are subject to the Percy Amendment (22 U.S.C. 302), which gives a 10% monetary preference to U.S. firms.
- Projects over \$10 million or that include technical security are subject to Omnibus Diplomatic Security and Anti-terrorism Act of 1986 (22 U.S.C. 4852), requiring cleared firms and firms that meet the U.S. Persons requirement.
- **Phase I:** pre-qualification announced in FedBizOpps
  - Proposals based on the evaluation criteria
  - Firms must complete Omnibus Act Certification
  - Offerors determined to be qualified by the technical board will be eligible to propose in Phase II

## FAR 36.2: Construction Cont.

- **Phase II:** formal solicitations issued for specific projects
  - Firms participate in project site visits
  - Technical and price proposals are submitted
  - Proposals will be evaluated in accordance with the evaluation procedures contained in the solicitation
  - Contract awarded to the firm offering the best value to the Government. Best value is generally defined as the lowest technically acceptable offeror.
- Pre-qualified firms that submit acceptable offers, but that are not selected for award, may be entitled to a stipend to help defray the costs they incur.



## **FAR 36.6: A/E**

- Project are announced through FedBizOpps.
- AQM responds to questions with answers and solicitation amendments as necessary
- AQM receives responses to announcement, essentially a qualification package utilizing the **SF 330 (replacing the SF 254 and SF 255)**
- Firms are evaluated by the evaluation board based on the criteria in each RFP- technical competence, experience, capacity, past-performance, etc. (FAR 36.602-1)

# **FAR 36.6: A/E Cont.**

- Discussions are held with at least 3 of the most highly qualified firms.
- An A/E evaluation board prepares a rank order selection report recommending at least 3 of the most highly qualified firms.
- The selection authority reviews the recommendation of the evaluation board, selects a firm (or firms in the event of multiple award IDIQ contracts) and sends final recommendation to the Contracting Officer (CO) for negotiations.
- RFP's are sent to the selected firm(s) for a proposal.
- The CO enters into discussions, in accordance with FAR Part 15 procedures, to negotiate a mutually satisfactory contract.
- If agreement cannot be reached, the CO enters into discussions with the next most highly ranked firm.

**How do I get work from OBO  
and the Department of State?**

# How Do I Get Work?

- All requirements, except for Small Business Administration 8(a) sole source set asides and simplified acquisitions under \$25,000, are announced in **[www.FedBizOpps.gov](http://www.FedBizOpps.gov)** and other construction trade publications when the projects are ready to be designed, constructed, or government-furnished materials are to be purchased. Check daily for new design and construction projects, and supplies and services.
- Also check the OBO website: **<http://obo.state.gov/>**. It will contain all current FedBizOpps announcements, as well as lists of firms that are either under contract or pre-qualified for future construction work. This will assist many firms in locating a prime contractor for future teaming arrangements.

# Conclusion

- Contracting requirements are handled by the Office of Logistics Management, Office of Acquisitions Management. The Facilities Design and Construction Division (FDCD) is the primary contracting office responsible for supporting OBO programs.
  - FDCD- <http://www.state.gov/m/a/c13734.htm>
- Our two regional procurement offices, one in Ft. Lauderdale and the other in Frankfurt, also provide procurement assistance to OBO and other USG entities.
  - RPSO- Frankfurt-  
<http://germany.usembassy.gov/germany/rpso/>
  - RPSO- Ft. Lauderdale-  
<http://www.statebuy.state.gov/org/orgrpsof.htm>

# Conclusion

- A/LM/AQM website  
<http://www.state.gov/m/a/c8020.htm>
- The following is available through the OBO website at <http://www.state.gov/oob/>
  - Certification Relevant to the Omnibus Act, U.S. Person requirements
  - List of Qualified Design-Build and General Contractors
  - Percy Amendment Certification
  - Recently Awarded Design Projects and Contractors